

Replacement Sheet

FIG. 3

Service Provider's subscription plan.

Types of subscription plan	1 Collaboration Community size (partners)	Subscription fee	3 Additional partner/month
5 — A	Up to 50	\$5,000	7 — \$100/ea
B	Up to 70	\$6,650	\$95/ea
C	Up to 100	\$9,000	\$90/ea
18 — D	Up to 130	\$11,440	\$88/ea
E	Up to 150	\$12,900	20 — \$86/ea

Service Provider's cost sharing plan to clients.

-Each new subscription will generate \$200 for the service provider and \$100 credit for the client, which can be used to offset subscription fees.

Example 1.

Clients signed up for subscription plan type B and had 75 partners. In the same month, he generated 55 new subscribers. His subscription fee will be calculated as follows:

$$\begin{array}{lcl}
 \text{Subscription fee:} & \$6,650 + (5 \times \$95) = & \$7,125 \\
 \text{Credit earned:} & 55 \times \$100 = & \$5,500 \\
 \text{Net subscription fee:} & \$7,125 - \$5,500 = & \$1,625
 \end{array}$$

Example 2.

Clients signed up for subscription plan type D and had 135 partners. In the same month, he generated 75 new subscribers. His subscription fee will be calculated as follows:

$$\begin{array}{lcl}
 \text{Subscription fee:} & \$11,440 + (5 \times \$88) = & \$11,880 \\
 \text{Credit earned:} & 75 \times \$100 = & \$7,500 \\
 \text{Net subscription fee:} & \$11,880 - \$7,500 = & \$4,380
 \end{array}$$

{00055085v1}